

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Key Metrics	Jul 2021	Jul 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	10	19	-47.4%	50	71	-29.6%
New Listing Volume	\$7,557,000	\$10,209,399	-26%	\$43,507,899	\$60,428,599	-28%
Active Listing Count	—	51	—	N/A	N/A	
Active Listing Volume	—	\$54,291,999	—	N/A	N/A	
Average Listing Price	—	\$1,064,549	—	\$929,482	\$1,005,304	-7.5%
Median Listing Price	—	\$559,000	—	\$571,954	\$584,585	-2.2%
Median Days in RPR	—	91	—	190.96	190.57	+0.2%
Months of Inventory	—	4.3	-100%	3.4	8.9	-61.3%
Absorption Rate	—	23.53%	—	29.17%	11.29%	+17.9%
Sales Activity Charts Metrics						
New Pending Sales Count	9	20	-55%	60	68	-11.8%
New Pending Sales Volume	\$12,188,500	\$13,268,900	-8.1%	\$45,185,698	\$41,350,300	+9.3%
Pending Sales Count	—	25	—	N/A	N/A	
Pending Sales Volume	—	\$17,972,900	—	N/A	N/A	
Closed Sales Count	10	9	+11.1%	53	42	+26.2%
Closed Sales Volume	\$5,160,340	\$2,994,500	+72.3%	\$35,013,130	\$21,647,500	+61.7%
Average Sales Price	\$516,034	\$332,722	+55.1%	\$660,625	\$515,417	+28.2%
Median Sales Price	\$489,500	\$220,000	+122.5%	\$518,868	\$424,357	+22.3%

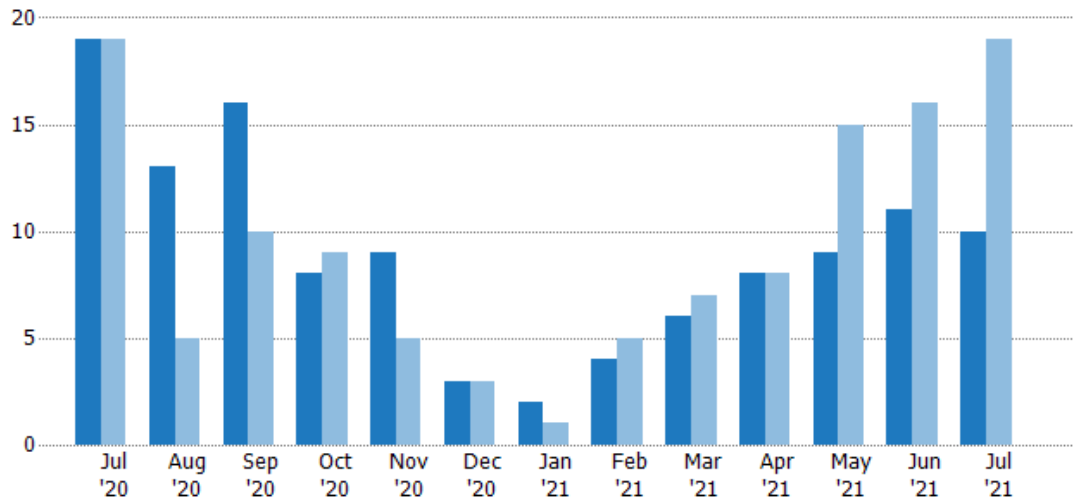
New Listings

The number of new residential listings that were added each month.

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt., Single
Family

Month/ Year	Count	% Chg.
Jul '21	10	-47.4%
Jul '20	19	0%
Jul '19	19	-36.8%



Current Year	19	13	16	8	9	3	2	4	6	8	9	11	10
Prior Year	19	5	10	9	5	3	1	5	7	8	15	16	19
Percent Change from Prior Year	0%	160%	60%	-11%	80%	0%	100%	-20%	-14%	0%	-40%	-31%	-47%

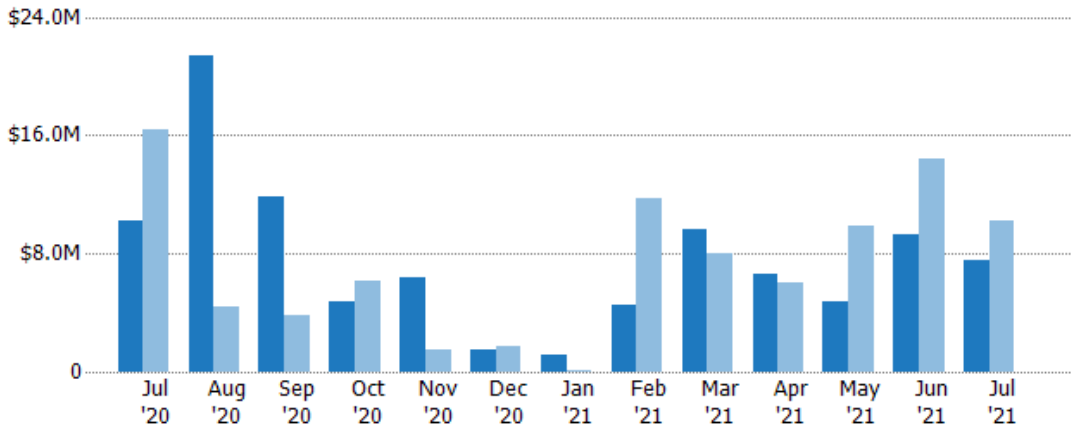
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt., Single
Family

Month/ Year	Volume	% Chg.
Jul '21	\$7.56M	-26%
Jul '20	\$10.2M	-37.6%
Jul '19	\$16.3M	-41.4%



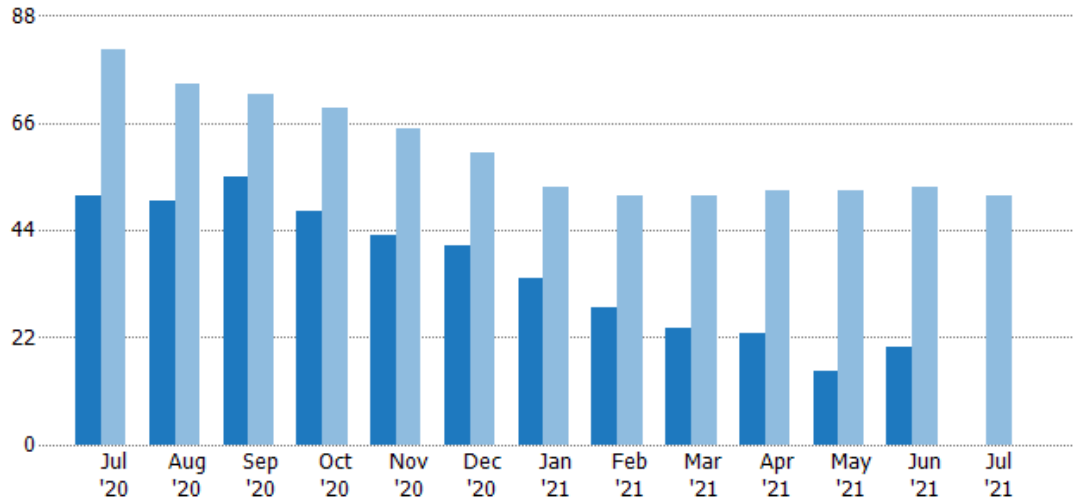
Current Year	\$10.2M	\$21.4M	\$11.8M	\$4.78M	\$6.41M	\$1.49M	\$1.1M	\$4.54M	\$9.68M	\$6.65M	\$4.72M	\$9.26M	\$7.56M
Prior Year	\$16.3M	\$4.43M	\$3.79M	\$6.18M	\$1.51M	\$1.7M	\$137K	\$11.7M	\$8.05M	\$6.04M	\$9.91M	\$14.4M	\$10.2M
Percent Change from Prior Year	-38%	382%	213%	-23%	324%	-12%	702%	-61%	20%	10%	-52%	-35%	-26%

Active Listings

The number of active residential listings at the end of each month.

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt., Single
Family



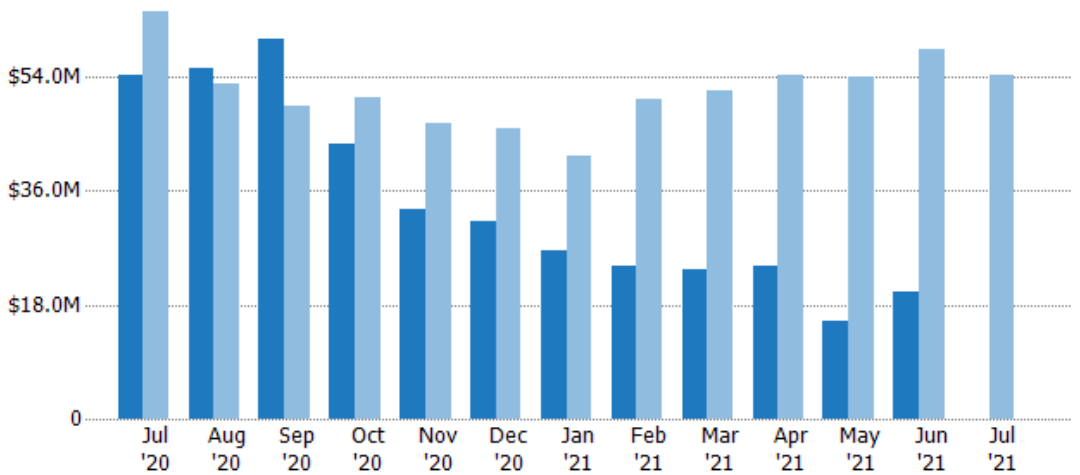
Current Year	51	50	55	48	43	41	34	28	24	23	15	20	-
Prior Year	81	74	72	69	65	60	53	51	51	52	52	53	51
Percent Change from Prior Year	-37%	-32%	-24%	-30%	-34%	-32%	-36%	-45%	-53%	-56%	-71%	-62%	-100%

Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt., Single
Family



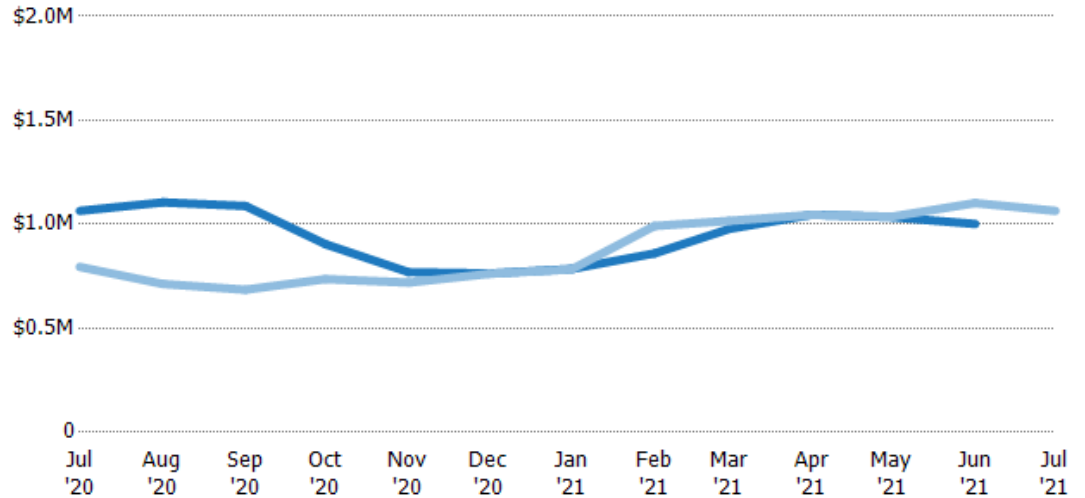
Current Year	\$54.3M	\$55.3M	\$59.8M	\$43.4M	\$33.1M	\$31.3M	\$26.7M	\$24.1M	\$23.5M	\$24.1M	\$15.5M	\$20M	-
Prior Year	\$64.4M	\$52.8M	\$49.3M	\$50.8M	\$46.8M	\$45.7M	\$41.5M	\$50.6M	\$51.8M	\$54.4M	\$53.9M	\$58.4M	\$54.3M
Percent Change from Prior Year	-16%	5%	21%	-15%	-29%	-32%	-36%	-52%	-55%	-56%	-71%	-66%	-100%

Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt., Single
Family



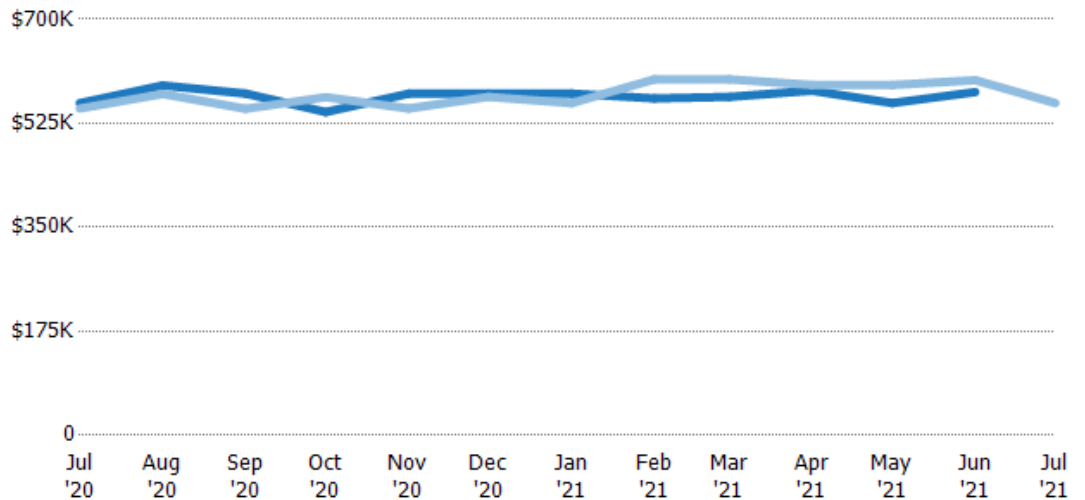
Current Year	\$1.06M	\$1.11M	\$1.09M	\$904K	\$770K	\$764K	\$785K	\$860K	\$978K	\$1.05M	\$1.03M	\$1M	-
Prior Year	\$795K	\$713K	\$685K	\$737K	\$720K	\$762K	\$783K	\$992K	\$1.02M	\$1.05M	\$1.04M	\$1.1M	\$1.06M
Percent Change from Prior Year	34%	55%	59%	23%	7%	0%	0%	-13%	-4%	0%	0%	-9%	-100%

Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt., Single
Family



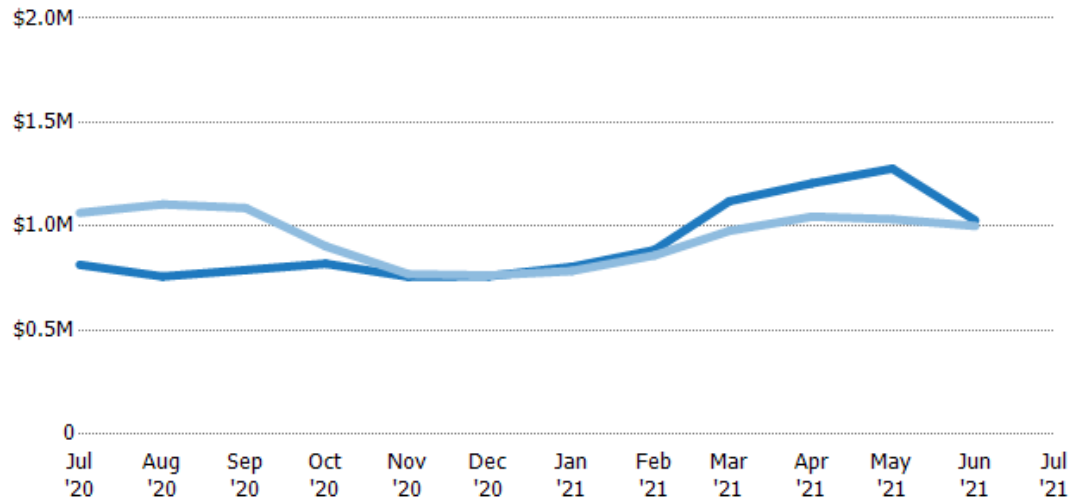
Current Year	\$559K	\$589K	\$575K	\$544K	\$575K	\$575K	\$575K	\$567K	\$569K	\$580K	\$559K	\$577K	-
Prior Year	\$550K	\$574K	\$549K	\$569K	\$550K	\$569K	\$559K	\$599K	\$599K	\$589K	\$589K	\$598K	\$559K
Percent Change from Prior Year	2%	2%	5%	-4%	5%	1%	3%	-5%	-5%	-2%	-5%	-3%	-100%

Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt., Single
Family



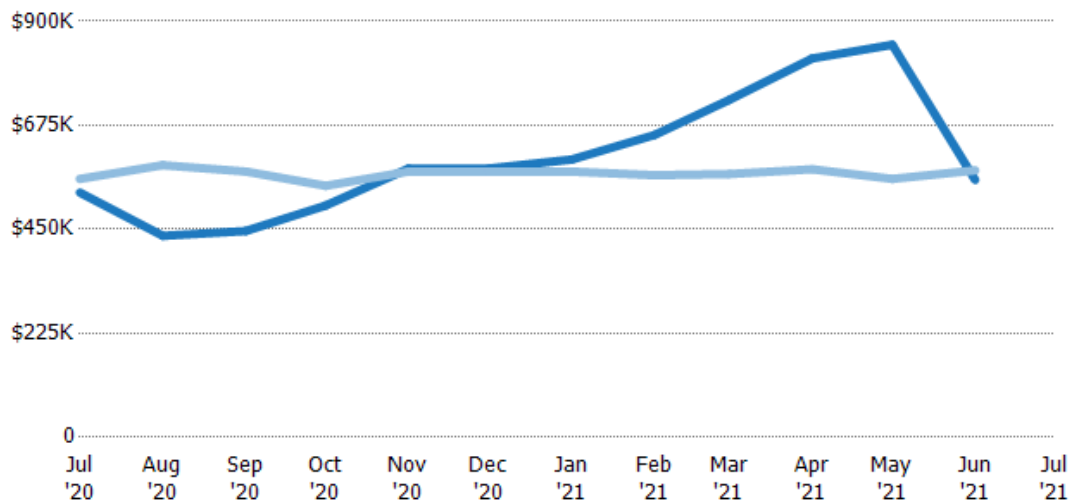
Avg Est Value	\$815K	\$758K	\$790K	\$820K	\$757K	\$760K	\$805K	\$886K	\$1.12M	\$1.21M	\$1.28M	\$1.03M	-
Avg Listing Price	\$1.06M	\$1.11M	\$1.09M	\$904K	\$770K	\$764K	\$785K	\$860K	\$978K	\$1.05M	\$1.03M	\$1M	-
Avg Listing Price as a % of Avg Est Value	131%	146%	138%	110%	102%	100%	98%	97%	87%	87%	81%	97%	-

Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt., Single
Family



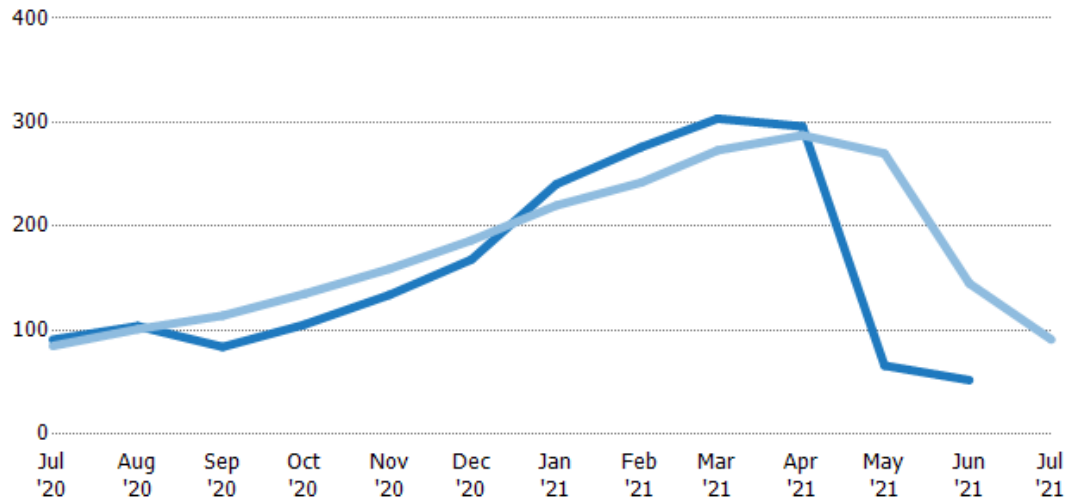
Median Est Value	\$529K	\$436K	\$446K	\$501K	\$581K	\$581K	\$601K	\$654K	\$730K	\$820K	\$849K	\$557K	-
Median Listing Price	\$559K	\$589K	\$575K	\$544K	\$575K	\$575K	\$575K	\$567K	\$569K	\$580K	\$559K	\$577K	-
Med Listing Price as a % of Med Est Value	106%	135%	129%	108%	99%	99%	96%	87%	78%	71%	66%	104%	-

Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt., Single
Family



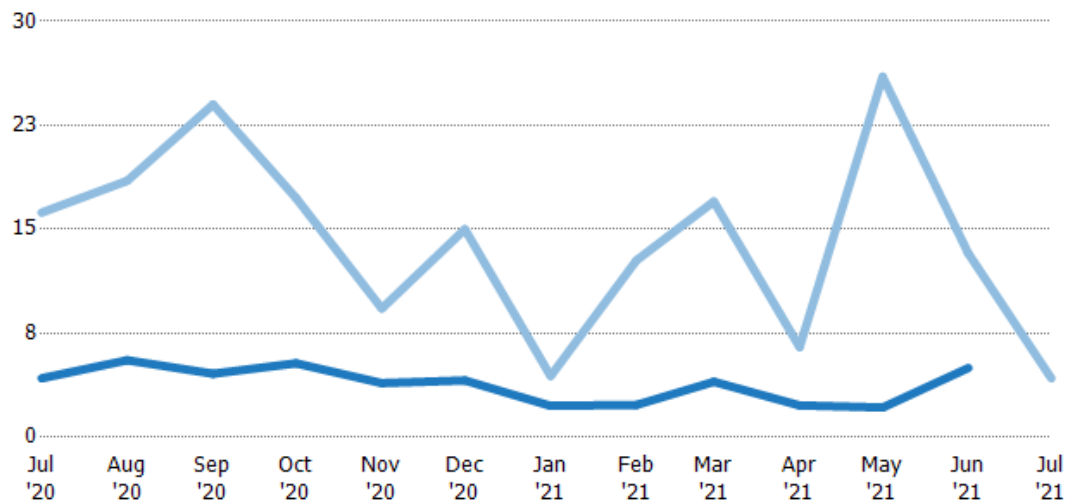
Current Year	91	104	84	106	134	168	241	276	304	296	66	52	-
Prior Year	85	101	114	135	159	187	220	242	273	288	270	145	91
Percent Change from Prior Year	7%	3%	-26%	-22%	-16%	-10%	9%	14%	11%	3%	-76%	-64%	-100%

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt., Single
Family



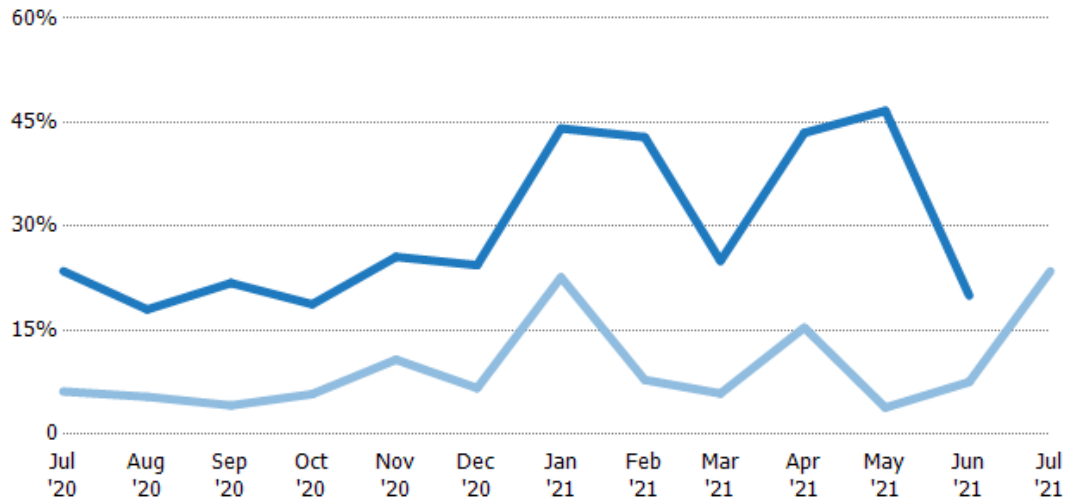
Current Year	4.25	5.56	4.58	5.33	3.91	4.1	2.27	2.33	4	2.3	2.14	5	-
Prior Year	16.2	18.5	24	17.3	9.29	15	4.42	12.8	17	6.5	26	13.3	4.25
Percent Change from Prior Year	-74%	-70%	-81%	-69%	-58%	-73%	-49%	-82%	-76%	-65%	-92%	-62%	-100%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt., Single
Family



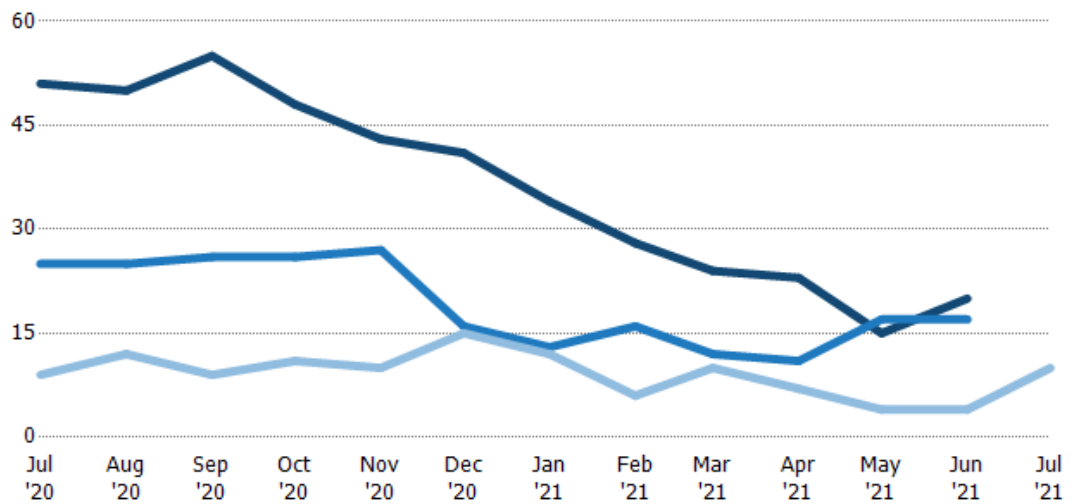
Current Year	24%	18%	22%	19%	26%	24%	44%	43%	25%	43%	47%	20%	-
Prior Year	6%	5%	4%	6%	11%	7%	23%	8%	6%	15%	4%	8%	24%
Change from Prior Year	-17%	-13%	-18%	-13%	-15%	-18%	-21%	-35%	-19%	-28%	-43%	-12%	24%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt., Single
Family



Active	51	50	55	48	43	41	34	28	24	23	15	20	-
Pending	25	25	26	26	27	16	13	16	12	11	17	17	-
Sold	9	12	9	11	10	15	12	6	10	7	4	4	10

New Pending Sales

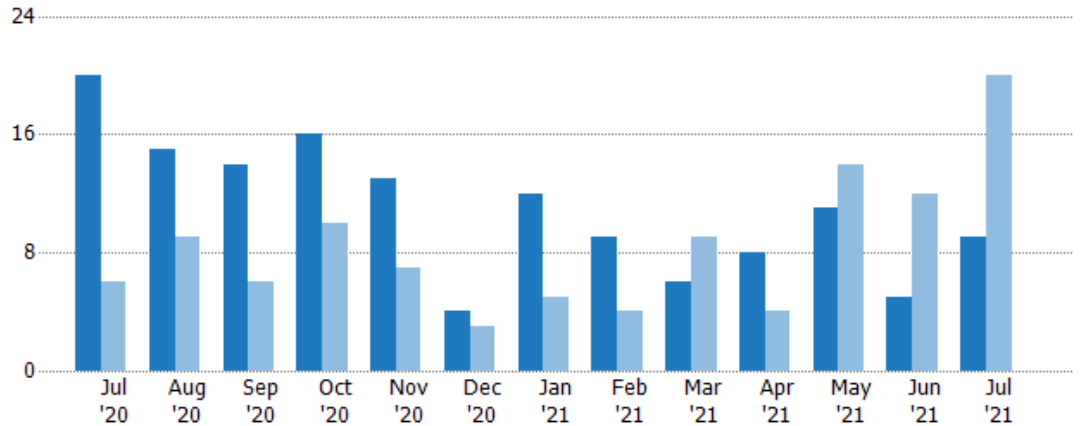
The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091

Property Type:
Condo/Townhouse/Apt., Single
Family

Month/ Year	Count	% Chg.
Jul '21	9	-55%
Jul '20	20	233.3%
Jul '19	6	-16.7%



Current Year	20	15	14	16	13	4	12	9	6	8	11	5	9
Prior Year	6	9	6	10	7	3	5	4	9	4	14	12	20
Percent Change from Prior Year	233%	67%	133%	60%	86%	33%	140%	125%	-33%	100%	-21%	-58%	-55%

New Pending Sales Volume

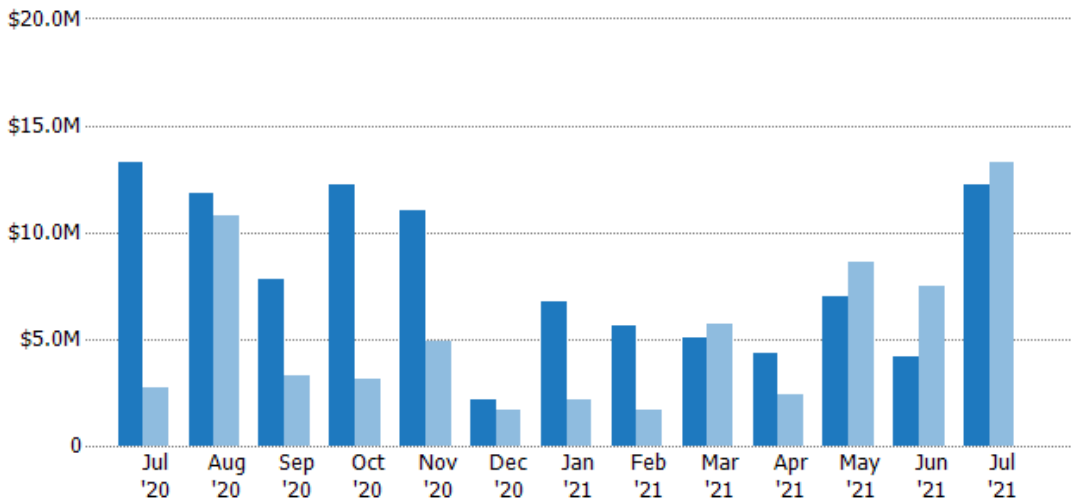
The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091

Property Type:
Condo/Townhouse/Apt., Single
Family

Month/ Year	Volume	% Chg.
Jul '21	\$12.2M	-8.1%
Jul '20	\$13.3M	381.1%
Jul '19	\$2.76M	-28.7%



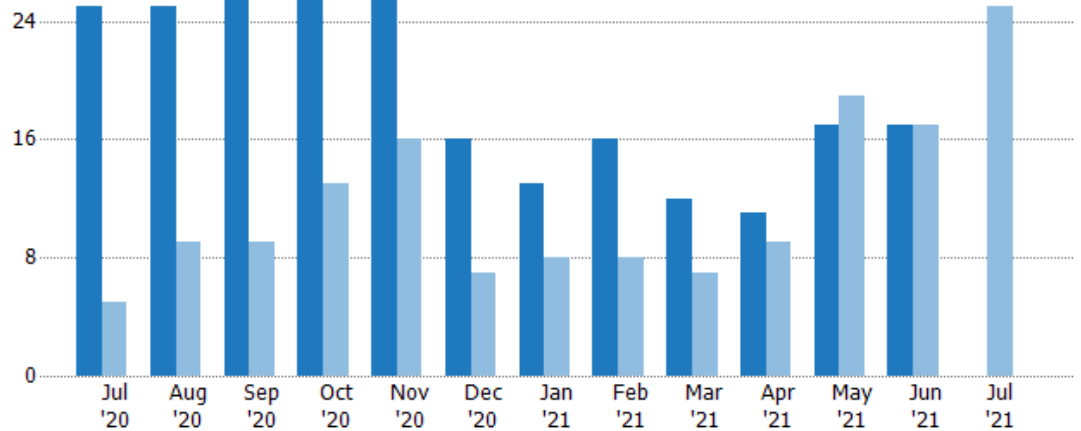
Current Year	\$13.3M	\$11.8M	\$7.81M	\$12.2M	\$11M	\$2.18M	\$6.77M	\$5.64M	\$5.07M	\$4.36M	\$6.98M	\$4.18M	\$12.2M
Prior Year	\$2.76M	\$10.8M	\$3.26M	\$3.16M	\$4.94M	\$1.68M	\$2.17M	\$1.67M	\$5.74M	\$2.39M	\$8.61M	\$7.49M	\$13.3M
Percent Change from Prior Year	381%	9%	140%	287%	124%	30%	211%	238%	-12%	82%	-19%	-44%	-8%

Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt., Single
Family



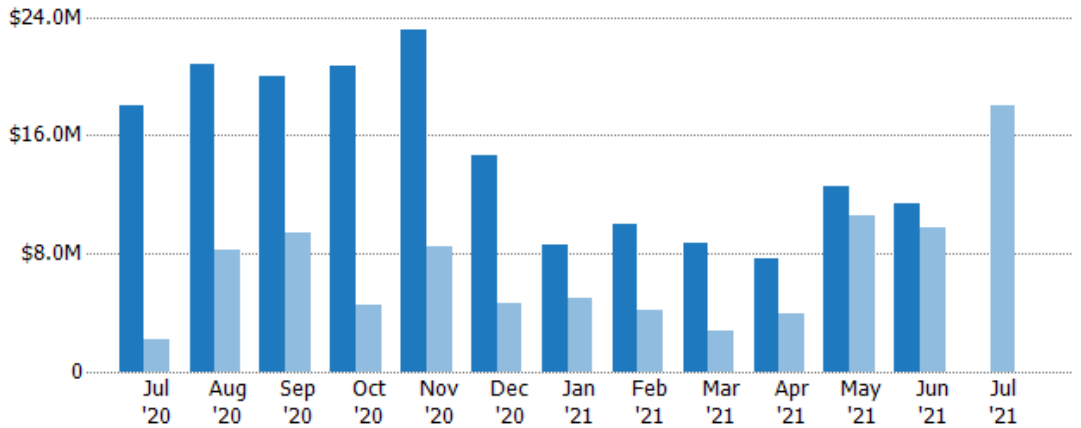
Current Year	25	25	26	26	27	16	13	16	12	11	17	17	-
Prior Year	5	9	9	13	16	7	8	8	7	9	19	17	25
Percent Change from Prior Year	400%	178%	189%	100%	69%	129%	63%	100%	71%	22%	-11%	0%	-100%

Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt., Single
Family



Current Year	\$18M	\$20.8M	\$20M	\$20.7M	\$23.1M	\$14.6M	\$8.59M	\$9.94M	\$8.67M	\$7.64M	\$12.6M	\$11.4M	-
Prior Year	\$2.14M	\$8.23M	\$9.39M	\$4.53M	\$8.52M	\$4.62M	\$5M	\$4.17M	\$2.74M	\$3.9M	\$10.5M	\$9.7M	\$18M
Percent Change from Prior Year	738%	153%	113%	357%	171%	217%	72%	138%	216%	96%	19%	18%	-100%

Closed Sales

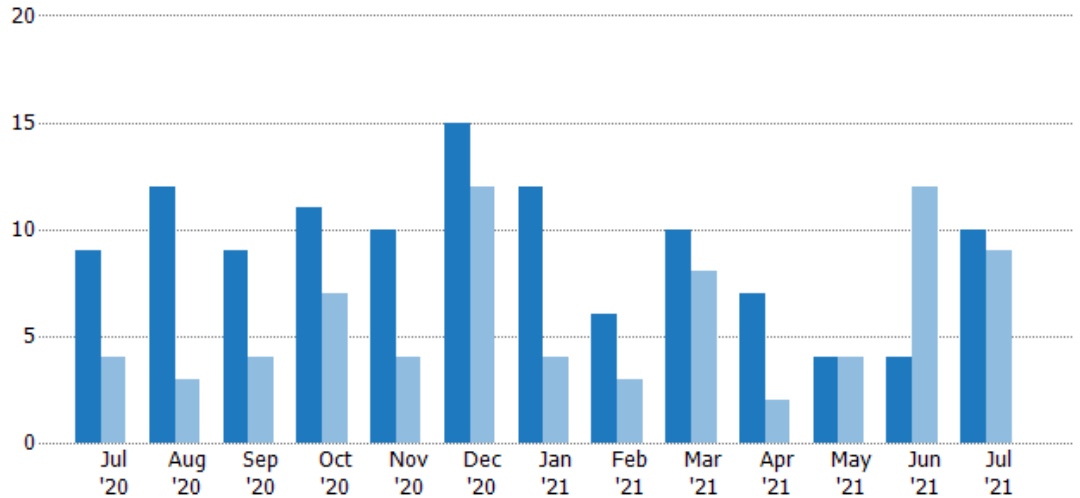
The total number of residential properties sold each month.

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091

Property Type:
Condo/Townhouse/Apt., Single
Family

Month/ Year	Count	% Chg.
Jul '21	10	11.1%
Jul '20	9	125%
Jul '19	4	0%



Current Year	9	12	9	11	10	15	12	6	10	7	4	4	10
Prior Year	4	3	4	7	4	12	4	3	8	2	4	12	9
Percent Change from Prior Year	125%	300%	125%	57%	150%	25%	200%	100%	25%	250%	0%	-67%	11%

Closed Sales Volume

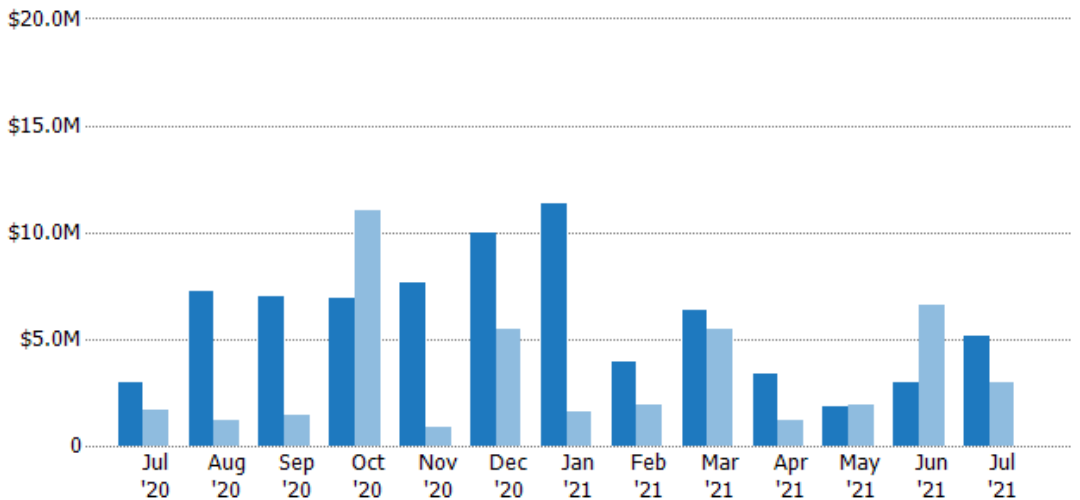
The sum of the sales price of residential properties sold each month.

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091

Property Type:
Condo/Townhouse/Apt., Single
Family

Month/ Year	Volume	% Chg.
Jul '21	\$5.16M	72.3%
Jul '20	\$2.99M	81.9%
Jul '19	\$1.65M	0.9%



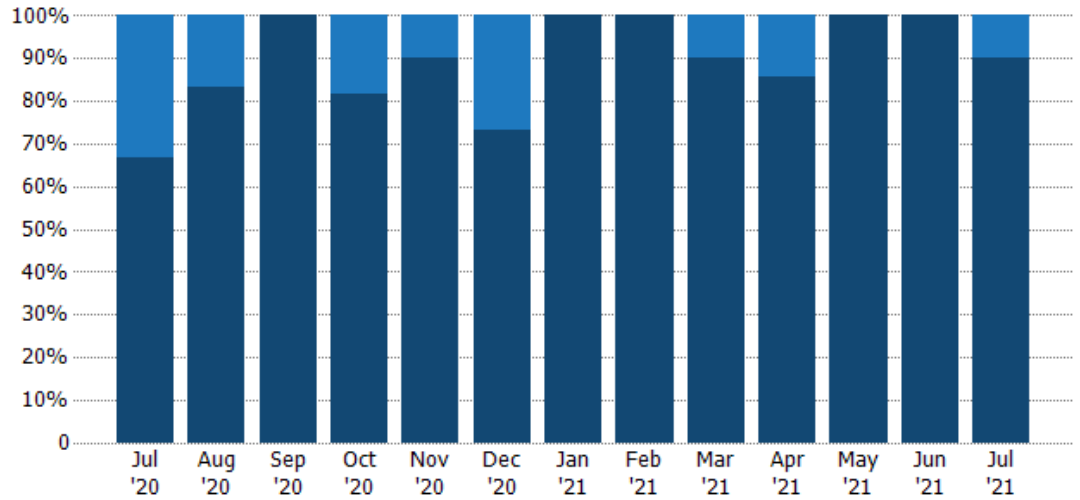
Current Year	\$2.99M	\$7.26M	\$7.01M	\$6.88M	\$7.62M	\$9.96M	\$11.3M	\$3.97M	\$6.32M	\$3.39M	\$1.85M	\$2.99M	\$5.16M
Prior Year	\$1.65M	\$1.2M	\$1.46M	\$11M	\$890K	\$5.43M	\$1.64M	\$1.92M	\$5.43M	\$1.18M	\$1.92M	\$6.56M	\$2.99M
Percent Change from Prior Year	82%	507%	382%	-37%	757%	83%	593%	107%	16%	187%	-4%	-54%	72%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt., Single
Family



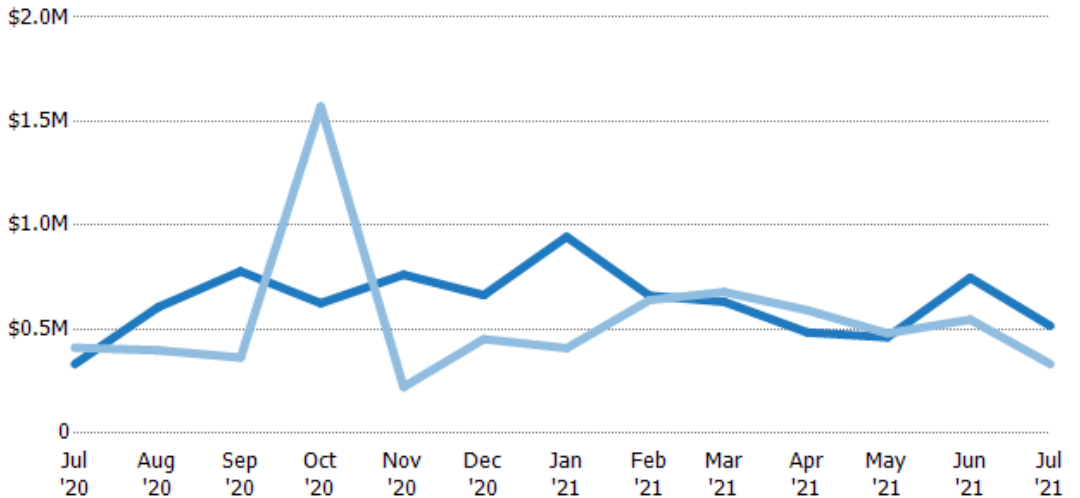
Condo/Townhouse	33%	17%	-	18%	10%	27%	-	-	10%	14%	-	-	10%
Single Family Residence	67%	83%	100%	82%	90%	73%	100%	100%	90%	86%	100%	100%	90%

Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt., Single
Family



Current Year	\$333K	\$605K	\$779K	\$625K	\$762K	\$664K	\$945K	\$662K	\$632K	\$485K	\$461K	\$748K	\$516K
Prior Year	\$412K	\$399K	\$364K	\$1.57M	\$222K	\$453K	\$409K	\$640K	\$679K	\$592K	\$480K	\$547K	\$333K
Percent Change from Prior Year	-19%	52%	114%	-60%	243%	47%	131%	3%	-7%	-18%	-4%	37%	55%

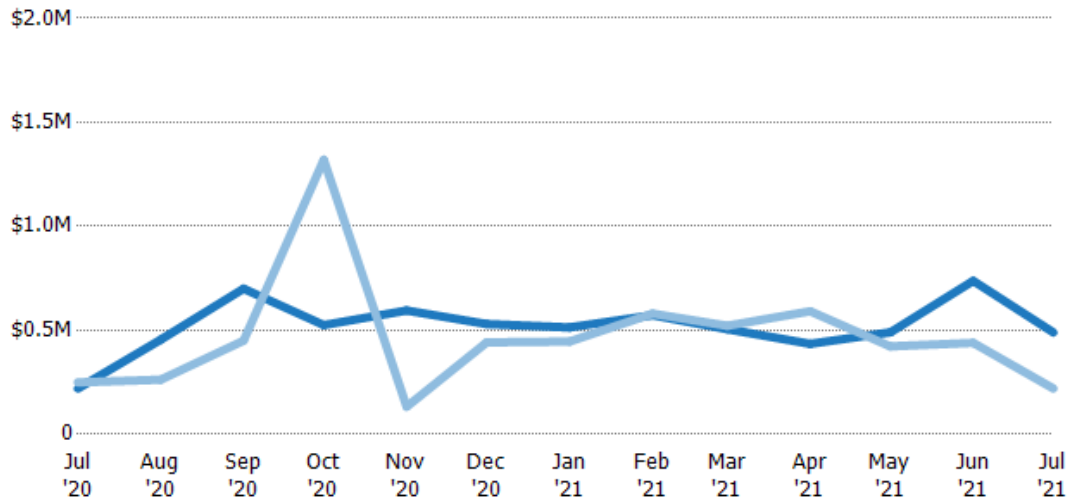
Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt., Single
Family

Month/ Year	Price	% Chg.
Jul '21	\$490K	122.5%
Jul '20	\$220K	-11.8%
Jul '19	\$250K	82.4%



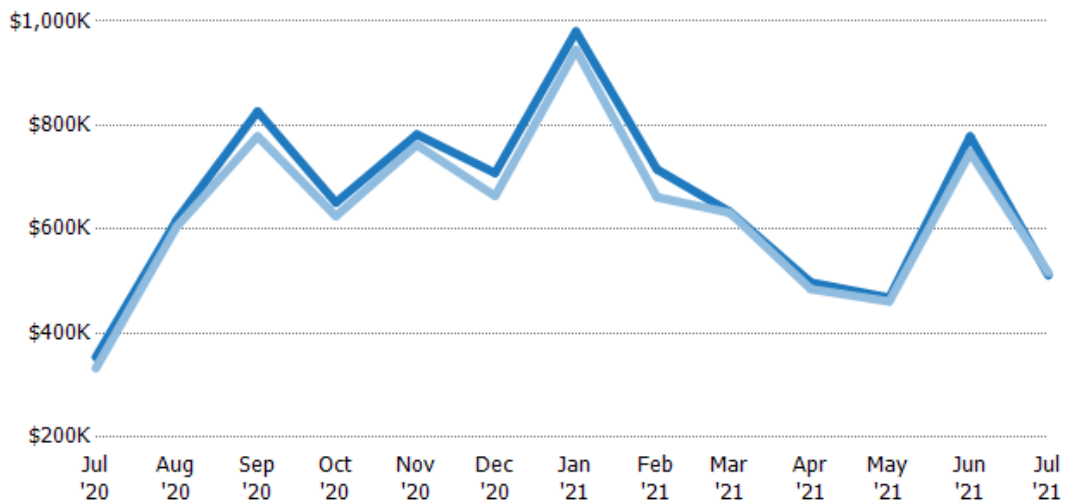
Current Year	\$220K	\$455K	\$700K	\$525K	\$595K	\$530K	\$514K	\$573K	\$505K	\$435K	\$490K	\$738K	\$490K
Prior Year	\$250K	\$263K	\$450K	\$1.32M	\$133K	\$442K	\$446K	\$580K	\$522K	\$592K	\$423K	\$440K	\$220K
Percent Change from Prior Year	-12%	73%	56%	-60%	349%	20%	15%	-1%	-3%	-26%	16%	68%	123%

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt., Single
Family



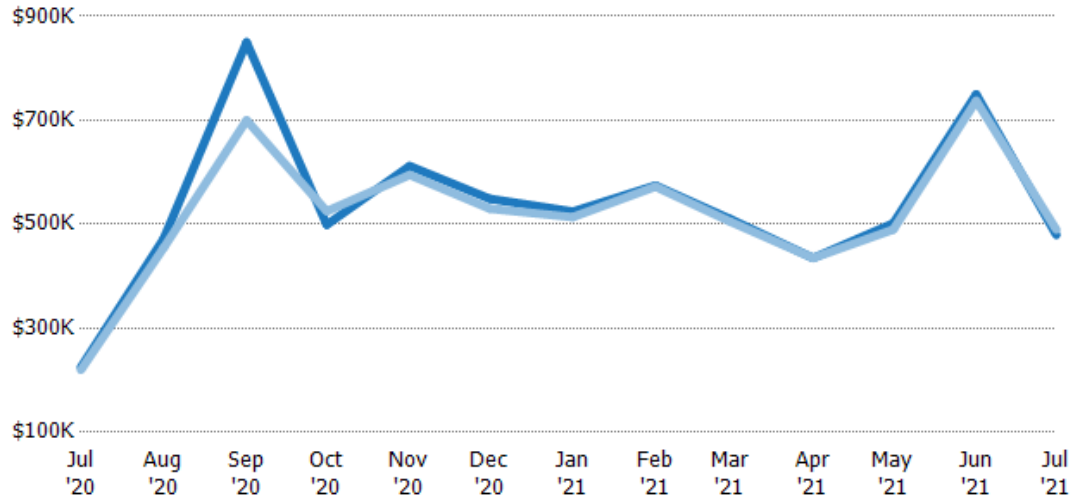
Avg List Price	\$354K	\$618K	\$827K	\$651K	\$782K	\$708K	\$980K	\$715K	\$633K	\$498K	\$469K	\$779K	\$512K
Avg Sales Price	\$333K	\$605K	\$779K	\$625K	\$762K	\$664K	\$945K	\$662K	\$632K	\$485K	\$461K	\$748K	\$516K
Avg Sales Price as a % of Avg List Price	94%	98%	94%	96%	97%	94%	96%	93%	100%	97%	98%	96%	101%

Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt., Single
Family

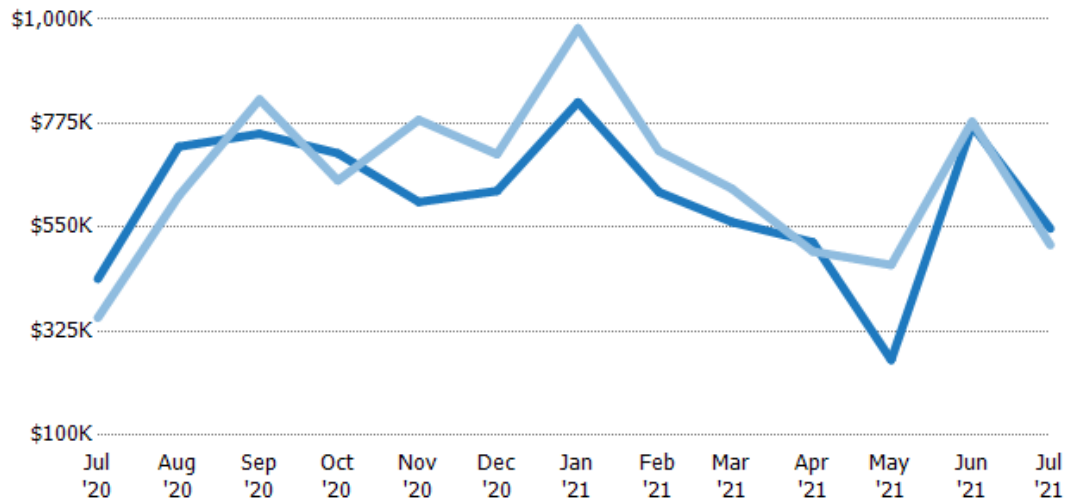


Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt., Single
Family

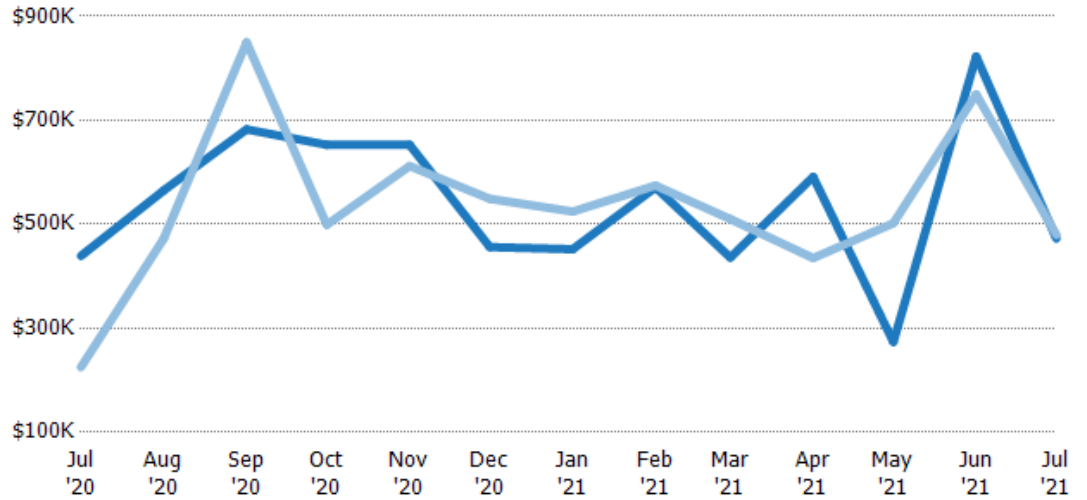


Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

Filters Used

ZIP: South Woodstock, VT 05071,
Woodstock, VT 05091
Property Type:
Condo/Townhouse/Apt., Single
Family



Median Est Value	\$439K	\$565K	\$683K	\$653K	\$653K	\$456K	\$452K	\$571K	\$436K	\$591K	\$274K	\$823K	\$473K
Median Sales Price	\$225K	\$473K	\$850K	\$499K	\$612K	\$549K	\$524K	\$575K	\$510K	\$435K	\$502K	\$750K	\$480K
Med Sales Price as a % of Med Est Value	51%	84%	125%	76%	94%	120%	116%	101%	117%	74%	183%	91%	101%